

# **RJ REYNOLDS**

TOBACCO COMPANY




October 8, 1997

J. Campbell / ROU 1610  
Promotional Coordinator

150 Lawrence Bell Drive  
Suite #108

Williamsville, NY 14221  
(716) 634-4179  
Fax (716) 634-3145

 **Fax**  
#2344 / L. Forrey

**ECKERDS DPC PROMOTIONS: WINSTON / DORAL**

Dear Linda:

Herkimer Wholesale (SIS #278580) has faxed us a copy of the DPC promotional schedule they received from Gary Jones of Eckerd. However, the second Winston distribution date on his correspondence indicates delivery to retail November 3rd rather than December 1st as indicated in your correspondence.

Herkimer has asked us to confirm the correct retail ship date as soon as possible. Please advise.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610

/jc

cc: L. MacWilliams  
P. Hill / 2310 ✓  
S. Rush / 1610

51845 8075

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4

ALLOCATION BY SALES LEVEL

10/13/97 11:50 AM

NEXT-FN :

SALES LEVEL: 1622 SYRACUSE DIVISION

		WINSTON	WINSTON	WINSTON	WINSTON
PROMOTION	: 701887	\$.30/PK	100	LT	LT
PERIOD	: 711-00		\$.30/PK	\$.30/PK	100
					\$.30/PK

ACCOUNTS	ALLOCATION:	9	9	9	9	0
	AVAILABLE :	0	0	0	0	0

0263000 AUER & COMPANY, INC.  
0774000 W. E. BROWN & CO., I  
0949310 MID-VALLEY CANDY COM  
1779680 DAYS WHOLESALE  
2363700 GRAYS WHOLESALE, INC  
2785800 HERKIMER WHOL. CO.,  
3324000 KEYCO DISTRIBUTORS,  
3325200 KEYSTONE TOBACCO CO.  
3328800 KEY STORES CO., INC.  
3361000 KINNEY DRUGS, INC.

9

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Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---

Quit Retrn

DOWN

Main

*EFT Amount*

*Ordered 10/13/97*  
*\$10,386.36*

*Arrival 11/3/97*

*PO# 8270907*

51845 8076

Salem #701812

36 (6M) Cases Salem Presniped Product

#/Cases per Brand Style

9 FF

9 FF 100

9 LI

9 LI 100

Arrival Date: October 13, 1997  
BFT \$ Amount: 13,643.55

P.O#:

8270905

\$13,609.35

Second Wave

Doral #701823

36 (6M) Cases Doral Presniped Product

#/Cases per Brand Style

9 LI 100

9 ULL LI 100

9 Mem LI 100

9 FF 100

Arrival Date: October 20, 1997  
BFT \$ Amount: \$10,829.37

P.O#:

8270906

\$7,598.28

Winston #701887

36 (6M) Cases Winston Presniped Product

#/Cases per Brand Style

9 FF

9 FF 100

9 LI

9 LI 100

Arrival Date: November 10, 1997  
BFT \$ Amount: ~~\$10,412.45~~

P.O#:

8270907

Ordered  
10/13/97

10,386.36